



## CAREER PROFILE

**Name:** Harry Tinson  
**Company:** Acton Software, Inc  
**Sector:** Software Vendor  
**Job Title:** Outbound Sales Representative – UK Mid-Market Accounts

### Starting Out

When I joined Meeting Point I was working in a bar and had no experience in sales. I joined as a Sales Apprentice in 2014, and followed a structured SMART training programme which included classroom, practical lessons and ultimately making sales calls to book appointments for clients whilst making commission.

### What Happened Next

Having smashed every quota I was ever given (and they weren't soft quotas), I qualified and was awarded an ISM (Institute of Sales Management) and Level 3 Sales and Sales Management Certificate from SMART.

I continued to grow my experience on Client Accounts before being offered a role at an amazing company, Act-On, with a great career path ahead. My entry level salary was £36K OTE, which included ongoing training, bonuses and rewards. I've also travelled out to their HQ San Francisco with all expenses paid, on many occasions. Additionally I have been to over 15 company events throughout my first year with Act-On and plan to be on plenty more!

### My Thoughts

If you get the offer of a Sales Apprenticeship with The Point Company, grab it with both hands, you won't get a better one.

